

From the desk of

Keith B. Bishop
Co- CEO & Winemaker
B.W. Bishop & Sons, Inc.
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Guilford, CT 06437-2399



February 8, 2011

Dear Members of the General Assembly; General Law Committee:

RE: Proposed Bills 462 and 225

I ask that you support and pass legislation to allow for the sale and tasting of wines made from 100% CT Grown products by holders of a CT Farm Winery License at Farmer's Markets. NY and MA already allow the sales of wines at Farmer's Markets. On next page is suggested bill language.

Farmer's Markets are a popular way for many people to purchase and connect with Connecticut Grown products. Customers at farm wineries are always asking where else they can purchase our wines. Many customers visit wineries as part of travel plans since most wineries are in rural locations, and hence it is harder for them to make regular purchases at wineries.

Tastings are an important component of having consumers satisfied with their purchases. Please allow for tastings as a part of the wording, just as we can do at our wineries.

Farmer's Markets take place in many venues in our towns. Many times they take place in central, downtown areas. Please make sure that other than local ordinances or zoning regulations, that Farm Wineries can sell at these locations.

Passing this will have many positive aspects:

1. Support the farms and wineries that grow the crops.
2. Keep land in agriculture that will be needed to grow the crops to qualify to be sold here.
3. Create more jobs to make and sell these wines
4. Draw more consumers to Farmer's Markets for this product which in turn will support the other farmers at the markets
5. Create more tax revenue for the State (one of few ag commodities taxed)

The only concerns should be easily handled by the permittees: selling only to qualified buyers as specified under existing regulations. The impact to other outlets selling non-CT wines will be minimal as Farmers Markets draw a unique demographic, and the total hours open a year at one farmers market is approximately 15 weeks x 4 hours = 60 hours a year.

Sincerely,

A handwritten signature in black ink, appearing to read "Keith B. Bishop".

Keith B. Bishop
Co-Owner & Co-CEO